

Message Text

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ACTION AF-07

INFO OCT-01 ISO-00 OPIC-06 EB-04 AID-05 IGA-01 L-01 COME-00

TRSE-00 OMB-01 CIEP-01 CIAE-00 INR-05 NSAE-00 RSC-01

STR-01 DRC-01 /035 W

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P 171616Z OCT 74

FM AMEMBASSY LUSAKA

TO SECSTATE WASHDC PRIORITY 826

C O N F I D E N T I A L LUSAKA 2150

PASS OPIC

EO 11652: GDS

TAGS: EFIN, ZA

SUBJECT: TAW

REF: A) LUSAKA 1993 B) LUSAKA 2142

1. PRIME MINISTER MAINZA CHONA GREETED ME AT OFFICIAL OPENING NEW GOVERNMENT PRINTING BUILDING OCT 17 BY REMARKING THERE IS LOCAL SAYING, "WHEN THE BIG MAN WANTS TO SAY NO HE DOESN'T SHAKE HIS HEAD, HE STANDS SILENT." PM HAD REFERENCE TO MY SILENCE REGARDING HIS "PERSONAL REQUEST" TO ME OF SEPT 29 (NOW MORE THAN TWO WEEKS OLD) FOR HELP FROM USG IN USE OF AID PROGRAM LOAN TO PURCHASE GM TRUCKS. CHONA SPECIFICALLY INQUIRED IF AID APPROVAL GRANTED. TO SPARE FURTHER EMBARRASS-

MENT ON POINT I SAID I WOULD TRY TO HAVE ANSWER FOR PM WITHIN NEXT THREE DAYS, I.E., BY MONDAY OCT 21. CERTAINLY HOPE "NO OBJECTION" DECISION BY AID LEGAL COUNSEL AND US POLICY LEVEL CAN BE GIVEN ME TO PASS ONTO PM.

2. QUITE APART FROM LEGAL QUESTION, WHICH AID COUNSEL HAS HAD UNDER REVIEW NOW FOR SEVERAL MONTHS RE USE OF LOAN, REALIZE THIS INQUIRY MEANS FACING UP TO ANOTHER QUESTION -- ONLY SKIRTED IN STATE 222925 -- WOULD ACTUAL USE
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OF LOAN, OR GRZ'S STATEMENT OF INTENT TO USE LOAN,

JEOPARDIZE TAW'S POSITION IN PRESENT NEGOTIATION?
TAW COULD CLAIM IT DOES, BUT IT SEEMS TIME NOW AT HAND
WHEN OVERALL US INTERESTS NEED BE CONSIDERED AND LONG
SUCCESSION OF IMPASSES BROKEN. US
INTERESTS WOULD SEEM TO EXTEND BEYOND TAW'S PAROCHIAL
BUSINESS CONCERNS TO THOSE OF OPIC, OTHER FINANCIAL
BACKERS AND US BUSINESSES, SUCH AS GM AND FRUEHAUF,
AND TO CREDIBILITY OF USG AS GRANTOR OF EMERGENCY TRANSPORT
ASSISTANCE TO DEVELOPING COUNTRY IN NEED. EMBASSY'S
LIMITED VIEW MAKES IT DIFFICULT TO INTER-RELATE THESE INTERESTS
AND ASSESS THEM IN FULL PERSPECTIVE. ALSO DIFFICULT FOR US
TO DETERMINE WHAT KIND OF SETTLEMENT WOULD BE BEST
OVERALL RESULT FOR USG. DOES USG HAVE A PREFERENCE, OR IS IT
NEUTRAL ON OPTIONS OF: A) REINSTATEMENT OF CONTRACT,
B) OUTRIGHT GRZ PURCHASE OF TRUCKS HERE AND GM VEHICLES
IN US; OR C) LETTING THE CASE GO TO ARBITRATION?

3. I ASKED PM IF HE INTENDED SEEING TOM WOOD AND HIS
ASSOCIATES. HE SAID HIS REPRESENTATIVES HAD ADVISED
HIM AGAINST THIS AS GRZ AND TAW POSITIONS ARE "TOO
FAR APART" -- ADDED WOOD WRONG IN ASSUMING GRZ
TRANSPORT SITUATION DESPERATE.

4. I REFERRED TO TAW'S MENTION OF REINSTATING THE CONTRACT
AS ONE POSSIBLE OPTION. HE SAID HE AWARE OF THIS, BUT
IMMEDIATELY TURNED TO GRZ DESIRE TO PURCHASE
GM TRUCKS WITH AID LOAN. I ASKED IF GRZ HAD PROBLEM IN

FINANCING SHIPPING COSTS. HE SAID NONE AT ALL; WE
WOULD BE ABLE TO TAKE CARE OF THAT, BUT WANT TO KNOW
IF WE CAN USE THE AID LOAN.
WILKOWSKI

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